

## Overzicht inschrijvingen startup battle – dinsdag 20 maart 2018

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12CU b.v.	According to office market reports from real estate services firms CBRE and JLL is the average occupancy and campuses is not higher than 55%.	12CU develops algorithms and artificial intelligence to maximize the value of large office environments and campuses. By using existing Wifi networks for Big Data analysis, detailed insight can be given in the way buildings are used.	Scale-up
Amber	Nowadays, too many cars are parked and doing nothing. The problem is that no Mobility solution is yet available that offers the users the same amount of comfort and flexibility like the owned car. It is always there for you, waiting for you to use it. This results in high costs and a huge environmental impact.	Amber offers the guaranteed availability of shared cars, which means that whenever you need it an electric car will be available for you within 500 meters. Amber aims to provide people with a total mobility solution, where it is no longer needed to own that environmentally unfriendly, expensive, and inflexible car.	Scale up/commercially active in Amsterdam, Eindhoven and other Dutch cities
Area of People	Our platform makes Living as a Service truly possible	We offer a tenant App.	We make use of the platform technology of Hoopoe Technologies which is fairly mature and scalable. The Area of People App is currently getting out of the Pilot Phase and into the regular contracting phase and therefore ready to scale up.
ASSETTI	The majority of all Commercial real estate related data is still managed with Excel and emails are still a prominent way to communicate information. As a	We offer a digital collaborative Property Asset Management tool.	Growth stage

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	result we can see siloed data within disparate legacy systems and fragmented data which lead to inaccuracies in the information. We want property asset management to benefit from digital advances and make information management processes more agile. We want to make communication and decision making based on accurate data easier and faster. With only one solution, simply integrated into existing programs and accessible anytime and anywhere.		
BetonBallon	We kunnen met meer beleving , duurzame en goedkopere gebouwen en tunnels bouwen.	Organische gebouwen en tunnels.	Startup naar Grown up
bGrid	Make dumb buildings smart (increase productivity, health, wellbeing of users)	Wireless smart building IoT Network.	Scale Up
BRES	Trend: 1. A lot of money is involved in real estate and activities. 2. There are many types of information available. 3. It is difficult to have overview. Result: Desire of integral asset- and portfolio management present but difficult to accomplish.	BI-platform (software as a service); build for the real estate portfolio and its context. Firstly, BRES creates overview; Displays all data and relations from your existing systems. Also GIS; worldwide projection on maps and with area statistics is integrated. Secondly: analysis and strategy; Inter-relational filtering, calculation and visualization.	Start-up
C3 Living BV	The need for affordable and appropriate housing where it is needed. Impact social return.	Circular, social and flexible housing units in a sustainable and affordable way. Creating opportunities for people with limited job prospects to reintegrate into the employment market.	Validation/growth
Casco Partner	Lack of knowledge of building sips in Europe.	Supply custom sips structures incl. EPC/Construction calc.to private	Startup

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		builders, contractors and project developers.	
Cirkelhuis	Waste production of construction (and demolition) process - we want to completely eliminate waste from construction.	A 100% circular building (house) design based entirely on existing proven building techniques.	Product development
Cloud Energy Optimizer	Wellbeing in buildings, Energy saving and minimizing the use of Gas for heating.	Self-learning software that is managing the heatings installation.	Market introduction
Corporeal - Bouwen en BLOC	Faalkosten in de bouw.	Projectorganisatie van ontwerp tot oplevering.	Start-up fase
Crownstone	Our homes / offices can't respond to our needs because they don't know where we are. This means reduced comfort and energy losses.	Crownstone combines indoor positioning (knowing who is where) with automation (turning on/off appliances and lights).	On the market
De Groene Schil	Onze bouwgewoontes passen niet meer bij de wensen van morgen.	Klimaatadaptief, duurzaam en betaalbaar bouwen.	Concept
Duurabel BV	High maintenance and service costs, monitoring and measuring degradation processes.	DAS 'Digital Assesment Sensoring'.	Development
ENTRAS	There is a lack of specialistic knowledge (technical, organisational and financial) to real estate owners to shape the energy transition which the Government asks and that they themselves also should want.	Integral solutions of the above described problem. We look hands on, out of the box, for an innovative and feasible concept, together with our partners (in which the real estate organization also a partner may be). We participate for a longer period risk-bearing into this projects. Different tools or acts are used, among other things working with performance contracting, laying risk at the right parties. This makes large scale within easy reach, what currently also is reached by Entras (and its partners).	Rollercoaster-fase

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Finch Buildings	Affordable sustainable living available for everyone.	Micro-apartments made of sustainable wooden modules. These modules are stackable and connectable.	From startup to scale up
Food Market by Jutter Speijs	Office properties often have trouble offering the right service for food & beverage. Depending on size and office users it might not always be feasible or sensible to solve this with an expensive catering contract. In some cases it would also make sense to limit service costs relating to catering by shortening the operational hours. Our solution offers a quality 24/7 food & beverage solution that increases the service experience of an office whilst reducing costs for Office owners & operators.	We offer a unmanned Food Market (Shop) where tenants of an office building can pick, select & pay products themselves, 24hours, 7 days a week. Jutter Speijs manages the Shop so that Office owners/operators benefit of happy tenants without the hassle, costs or risk.	Start-Up
Gamechanger Academy	How to scale innovation in a corporate organization.	E-learning Innovation Program.	We are building a proof of concept.
hello energy	Companies invest a lot in sustainability but don't engage with tenants on the subject.	SaaS	Startup
House of Tenders & House of Apps	Communication & Safety solutions	Applications	Starting phase
Housing Anywhere	We help exchange students find a room, without the risk of scamming. And we help real estate investors get a great return on their investment. :-)	An easy-to-use platform, where exchange students and landlords can find each other and safely rent (out) a room.	Between growth and scaling up. In some parts of the business we're already scaling up, doing the same tricks over and over again in different cities. Whereas in other parts we're still inventing wheels.

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Immotix	Every building contains numerous building systems often unknown to their users. These systems collect extremely valuable data to improve sustainability, safety, insight and comfort. Shouldn't we start using it right now?	We make Each Building a Smart Building. Immotix is a smart building platform to integrate all safety and security systems of commercial buildings.	Start-up; we have 30 subscribed customers in NL, of which 20 in 2017. We are now in the phase to double number of customers each 6 months.
Inbox - SmartStorage	More effective use of available square meters	SmartStorage - the cloud solution for physical goods (SmartBuildings/SmartHomes).	Scale up
Innobrix	Woningkoper kan geen technische 2D tekeningen interpreteren, zodoende kan hij/zij geen goed overweging maken bij het kopen van een huis met bijbehorende kopersopties.	We leveren een platform zodat bouwbedrijven haar 3D BIM modellen online kunnen publiceren. De woningkoper kan dan thuis in 3D zijn woning samenstellen en bestellen.	Scale Up
Jumba	Shortage of supply and excess demand on housing market.	Online social housing platform, increasing supply (and succesfull matching to demand) by lowering boundaries to access the housing market.	Startup, proving our business model and concept to partners and consumers
Just In Case	Making circular buildings that are flexible, personal and entirely deconstructable.	Snel, Betaalbaar, Goed bouwen - Met een houten kost als generieke bouwcomponent, voor ieder type kleinschalig gebouw, voor herbruikbaar en architectonisch bouwen.	We're currently building a circular house in Almere
KATE Innovations	We help real estate companies with creating more efficiënt processen and their data the way they can add value for their clients.	We have a state of the art platform with several products and services to create efficiency, insight and more margin.	Growing fast with all types of clients (advisors, banks, investors).
KITE Robotics	Currently (high rise) window cleaning is one of world's most dangerous jobs.	Cleaning buildings effectively with robots resulting in lower cost than traditional and in a sustainable and intrinsic safe way.	Expansion phase. Already active with revenues

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Livechat Service	Interact with potential customers and collect more leads via the website.	LiveChat, chat Solutions.	Scaling up the business
LOEK!	We verlagen de administratieve lasten in vastgoedprocessen en verbeteren de communicatie	Het digitale gebouwdossier / blockchain	Technische doorontwikkelingsfase.
Mapiq	This decade will see workspaces become increasingly intelligent and conscious of user needs. However, recent research shows that agile work plans do not match the way people use smart offices, nor do they live up to their expectations of an interactive environment. This discrepancy creates a divide between policy managers and employees, resulting in stagnation, rather than efficiency gains. Mapiq can make efficient workplaces humane by creating an environment that listens and responds to its users. Standardisation no longer means impersonalisation. Mapiq makes sure employee needs are met at all times while providing facility managers with valuable input for work plan improvements. When striking a balance between bricks and behaviour, bytes are the missing link in the feedback loop which enables a 'smart' office to become a 'responsive' one.	With our technology the abstract concept of 'smart building' is becoming more tangible. Pop-ups that tell you where your favorite colleague is sitting, check if there is a meeting place available from your home or lend your parking space when you go on vacation... Mapiq offers unique possibilities. With Mapiq every individual can create the exact place, including all the facilities that one needs at a given time. The user of a building can therefore be just as flexible as that person wants to be. And the building? It adapts effortlessly to a person's preferences. The office building will adjust itself to the people. This way, people really get the best out of a building!	Scale-up
MobilityLabel	Office Location Selection based on mobility	LocationAnalyst, an Office Location Optimizer that can interactively show all mobility aspects (and savings) of all possible relocation locations, including	3rd product launch, in between validation and growth

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		cost, travel time, HR and environmental aspects	
MYPUP BV	<p>The market for online purchases is growing and employees consider the office as logical shipment location as 90% of the deliveries is within business hours. This growing stream of parcels to and from the office is resulting in additional and unforeseen costs in handling all these parcels in the mailing room or at the reception. MYPUP offers a universal service to receive online purchases and dispatch parcels at the office, while lowering costs for the employer/property owner.</p>	<p>MYPUP -My Pick Up Point- solves the issue of incoming parcels to offices and large apartment complexes. Couriers and parcels are usually received by reception or mailroom. As this costs a lot of work and they prefer no Responsibility for private packages of employees or residents, this is a big issue for a lot of companies ( as well as hospitals, universities, students campuses and apartment buildings). With unmanned Pick Up Points, MYPUP offers a service to pick up or return online ordered goods at the office and take away all these responsibilities from the reception, while lowering costs for the property owner/facilitator. Through the Pick Up Points, employees and residents can receive and send packages and mail. In addition, assets and IT goods can be issued, directly and unmanned, taken and exchanged (in-office logistics). MYPUP-My Pick Up Point- is</p>	Growth Stage

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		the market leader in Pick Up Points in the Netherlands and works among others for: ABN AMRO, Booking.com, CBRE, CBRE GI, Cushman & Wakefield, Deloitte, IBM, KLM, KPMG, Greystar and TomTom.	
Octo	Due to the ageing of the population there is a lack of facility- and asset managers. We help the remaining workforce to become more efficient and precise. Saving money and time while improving quality.	Inside a building we read all possible sensors. With these sensors we see which plants need water, which pipes need to be flooded to prevent legionella, which rooms are uncomfortable, what the occupancy levels are. Etc. All in one platform. At the outside of a building we inspect the quality of assets with a combination of a drone and sensors.	Scaling Up (in commercial and residential real estate)
Openr	Offices are getting smarter and healthier every day, but somehow the entrance and accessibility of these buildings is still the same as 20 years ago. Why are there still wired (door)phones throughout our offices? Why am I dependent on one location to work or invite business relations? Why is an office entrance usually so stupid and not hospitable?	Openr offers a digital touchscreen intercom which calls to every employee/phone number directly and gives you the ability to open doors/gates/locks from the same phone, wherever you are. So you can share access to anything, welcome visitors from anywhere and work wherever you want!	'ready to grow' proven product on +35 locations in Netherlands
Quantibus	Lack of transparency in quality of services in construction	An online multisided quality platform	Start Up
REX Dynamics	We have noticed that there are a lot of real estate companies that do not have enough insights in their relations, property and asset management processes,	REX Dynamics is a Microsoft based software solution that helps real estate	Start-up phase; we are currently still introducing REX to the market and use our first

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	which causes a time- and cost expensive way of business.	companies streamline and automate their crucial business processes.	customers to spread the word about REX and work on our brand awareness.
S1MONE	Miscommunication in technical management	Location connected management made very easy	Final state for entering the market
Savéon B.V.	Meer liquiditeit voor huurders en meer zekerheid voor verhuurders	Een door huurder online af te sluiten Borggarantie	Start up
Simaxx bv.	There is often more attention paid to the appearance of buildings, but the truth is that they rarely functioning well. In addition, there are increasingly higher requirements for buildings with regard to health, comfort, durability and flexibility. Simaxx helps buildings to achieve the highest possible BREEAM certification. Our software platform provides customers with management information and directs them towards sustainability. Energy savings is a logical consequence of this.	Simaxx delivers a platform which is developed from the perspective that buildings can be smart using the variety of data which the building provides and with a bidirectional interface with all measurement and control technology. Therefor Simaxx developed a platform that is trademark independent, connects to all kind of technical building systems including sensors and contains real time analytics.	Scale up
Skeye BV	Skeye solves basically every photography related question for property developers, 3D agencies and construction companies.	Specialized in aerial photography, aerial 360 photography, photogrammetry and VR, Skeye uses drones, captive balloons, manned helicopters/planes and even cherrypickers to photograph whenever, where ever within the guidelines of Dutch Law. We visualize views from non-existing skyscrapers and create overviews of urban developments.	Startup after merger
Skopei 360	Real estate optimisation, acces and analytics problems	A cloud based booking an acces platform combined with smart remote systems and analytics.	start-up/scale-up phase

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Storage Share	We solve the problem that storage space for individuals is too expensive	We created a marketplace to use vacant real estate and rent it out to individuals as a cheap form of storage	Growth
Super Positive Experience	Outdated approach to Marketing & Sales within Real Estate and provide new perspective on industry standards	We build Smart City & Living brands, offering services and new technologies	Scaling up phase / Start-up
Sustainable	Current stone surface materials use dirty chemicals, waste a lot of raw materials, are not recyclable and expensive.	Sustainable technology focuses on low raw material waste, we don't use chemicals, but recycled PET (from plastic bottles). As a result we can offer a good product at much lower price.)	Series A funding
TheNextBid	In the liberalised rental sector exists an uneven playing field which is for a large part caused by the asymmetry in information and access to network between home seekers and homeowners looking for tenants.	TheNextBid offers a simple and transparent online auction platform bringing together tenants, agents and landlords. Finally rental home seekers can make a custom offer while seeing other offers and is selected based on their bid and personal credentials. The Agent can make a super quick and easy selection of the best tenant and creates higher value for their clients in the meantime. The Landlord finally has the opportunity to obtain the right market rental price for their property in a risk-free way, while reducing the risk of vacancies as well.	Customer validation phase, we are selling our product focused on feedback and data to find out whether the current business model is repeatable and scalable.
Transformcity	We catalyse transformation of existing urban areas with fragmented ownership and many different stakeholders. The new Omgevingswet demands thorough participation for both municipal visions and plans and for private projects based on an equal	We provide an online and fully interactive platform where all different stakeholders and the local government can directly exchange (open and user) data, plans, ideas and resources.	First pilot is live, we are now validating and improving with our first launching customers, many requests from other cities already, preparing to scale.

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	information position for all stakeholders, initiators and official institutions. In transformation areas with many different stakeholders and initiatives, this will be extremely messy if not very well facilitated.	Through the platform a sustainable and inclusive community of active co-owners is built underneath the urban transformation challenge.	
UpcyGran bvba	Accelerating the transition towards the circular economy	Upcycled sustainable sheets to replace PVC and EPDM rubber as well as bitumen. We turn PVB scrap 'waste' from laminated layered glass recycling into valuable products.	Technological evaluation finalised - we have successfully produced 100s meters of rubbers sheets on industrial machinery. We're in the technical marketing stage, seeking partners to try out our product.
Veneficus	Our experience shows that decisions are often based on years of experience. Data should play an important role in current and future business processes. Because this is not happening now, the right price is not charged, time is spent inefficiently, demand is not met and clients are dissatisfied. Specialized knowledge of data, algorithms, technology, companies and the real estate market is needed to change this. Continuous predictive insights and efficient calculation of many scenarios will become the new standard. Smart tools with automated data analysis are an important component to innovate and beat the market. The strategic position in the market is improved by focusing on the right customer, at the right time, at the optimum price and at the perfect location. Veneficus helps to get fact-based grip on growth and results.	Innovation is high on the agenda, but decision makers do not realize that they already hold a treasure in the form of data. We have partnerships with real estate companies for the long term. We guide our clients in the complete analysis process. From unlocking, linking and editing data sources to modeling and visualizing results in an online environment. This can be done by hiring us on a project basis, but more and more companies close a subscription with us to make use of our expertise and platform continuously. Our own platform makes it accessible to embed data science in the daily process. The platform provides insight	Originally, Veneficus has had a strong focus on retail, with many success stories within this sector. Increasingly, location and real estate related challenges were also discussed here. From our office on the Veerkade in Rotterdam we see the growth of Kop van Zuid. The question that rises is: are real estate companies using the full potential of data? In 2016 Veneficus welcomed the first real estate client, but only now we are really developing our real estate proposition. For Veneficus as a company you

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		into the current situation, targeted advice for further growth and makes it possible to pass on scenarios for the future.	could say that we have already passed the start-up phase. However, within the real estate we are certainly in a start-up position, with all challenges that come with it.
VESCA	Home valuation	A transparant valuation	Ready to present
Volgjewoning.nl	Mogelijkheid optimaal te communiceren met je koper/huurders en alle betrokken partijen bij een nieuwbouwproject.	Wij maken een digitaal dossier per woning waar de verschillende partijen die bij de bouw van een woning zijn betrokken met een specifieke autorisatie bij kunnen komen. Alle communicatie en documentatie vindt plaats vanuit dit dossier.	Grown-up
Wellsun	Glass facades are very popular but they have problems with their energy performance and their indoor building climate. Current technologies can not provide optimal shading, daylighting, a pleasant indoor climate and generate significant amounts of energy at the same time. They only provide a compromise.	The Lumiduct from Wellsun makes use of the sun without any compromise. It enables full glass facades to generate more energy than if they would have been blinded with traditional black solar panels. The Lumiduct creates an ideal indoor building climate by selectively shielding the intense, direct light which is responsible for the glare and heating up of the building, and turn this into electricity. The Lumiduct is transparent for the soft, diffuse daylight allowing up to 3 times as much daylight inside the building compared to ordinary sun shading. With over 15 times more power as electricity producing windows the Lumiduct combines the generation	First pilot project delivered. Commercially on the market.

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		<p>of huge amounts of energy with the creation of an ideal indoor climate. With the MEDIA option the Lumiduct turns façades into a transparent, energy producing media wall, like the Ziggo dome. The MEDIA option prevents the investment in a LED screen, making it possible to communicate at night with the energy generated during the day.</p>	
X.Bike	<p>Our solution focusses on solving the last mile problem. First, accessibility is key. Unfortunately public transport rarely takes you all the way, and finding a parking spot nearby can also be challenging in the city. Second, the distance of most appointments had by the tenants is usually within a 5km radius of their building. Using the car or public transport for these distances is usually very expensive and time consuming. We can make less accessible buildings and areas more accessible, and solve parking problems by delivering a tailor made smart-bike plan.</p>	<p>We provide a service where the bike can be optimally used for this last mile. Our smart business bikes are accessible everywhere and at any time. We removed key management and made bikes fully accessible through the users smartphone. Where bikes could first only be picked up at the front desk, now they can be accessed at parking garages or train stations as well. Hence, making any location more accessible to its tenants and office users. The owner of the bikes can fully customize who gets access and where the pickup points will be created through geofencing (digitally created park &amp; drop zones) .</p>	Start-Up